

Message Text

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PAGE 01 MANAGU 00847 011811Z

51

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 EUR-12 TRSE-00 XMB-02 CIAE-00

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TO USDOC WASHDC PRIORITY

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LIMITED OFFICIAL USE MANAGUA 0847

E. O. 11652: N/A

TAGS: BTIO, EAIR, NU

SUBJECT: SALE OPPORTUNITY FOR USED JET AIRCRAFT

1. NICARAGUAN AIRLINE LANICA IS NEGOTIATING WITH BRITISH
FOR POSSIBLE PURCHASE OF BAC 111-500. AIRLINE WISHES ADD
LOWER COST OPERATING UNIT TO FLEET THAN PRESENT CONVAIR 880'S.

2. WE BELIEVE WITH RIGHT OFFER WE MIGHT POSSIBLY PLACE
USED BOEING 727 OR 737 IN LIEU OF BAC 111. PLANE WOULD HAVE
TO BE IN TOP CONDITION AT GOOD PRICE WITH FINANCING (IF POSSIBLE
EXIM BANK).

3. PLEASE SEND US ASAP INFORMATION ON AVAILABILITY, PRICES,
AND FINANCING. WHILE 727 PREFERABLE ON COST BASIS, WE
UNDERSTAND MEXICO CITY ROUTE MAKE 737 APPROPRIATE PLANE.

4. IF YOU GIVE US THE INFORMATION FAST, WE MAY MAKE A SALE.
SHELTON

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Message Attributes

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